ekWateur

Sector Renewable energy

Creation 2015

Founders
Julien Tchernia
Jonathan Martelli

Headcount & offices
75 employees in Paris

Funding
€15.8 M in total

Clients
172,000 clients

ekWateur is a renewable energy supplier for individuals and professionals in France. It offers 100% renewable electricity, gas and wood.

The mission

To **accelerate the energy transition**. In doing so, ekWateur commits to increasing the renewable energy consumption of its customers, and to promoting access to self-consumption and initiatives in order to reduce consumption.

Therefore, ekWateur's objective is to **make the choice of energy accessible, simple and transparent.** In two years, ekWateur has become the leading supplier of renewable alternative energy and the fifth supplier to the French market, behind EDF, Engie, Total and Eni.

Their pride

ekWateur carried out the **largest crowdfunding initiative in France**, raising up to 1.12 million euros in 2019 through 739 individuals. After a few rounds of participatory fundraising, 5% of its company's shares are now held by individuals.

Key numbers

300,000 meters

€151 M sales in 2020

90,000 tCO2
saved since 2016

40% female managers

0% salary gap
between men and women

F/M ratio
50-50%

Best Impact Practice

At ekWateur, we operate on a **collaborative model that places the customer at the heart of our activity**. The main purpose: our development must benefit our community. This occurs on several levels. First, our clients can become shareholders through participatory fundraising. In addition, with our self-consumption offer, anyone can become an energy producer, and we buy the excess energy back. Our after-sales service is also collaborative: clients respond to clients, and get commission out of it of course! **Julien Tchernia, Co-Founder.**